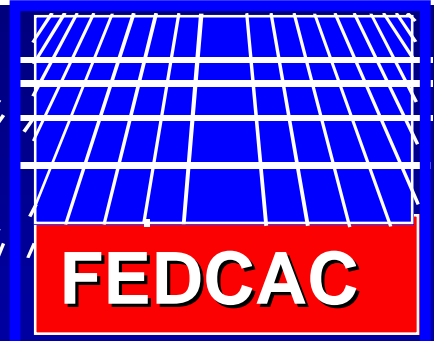




Federal Technology Service



Federal Computer Acquisition Center (FEDCAC)

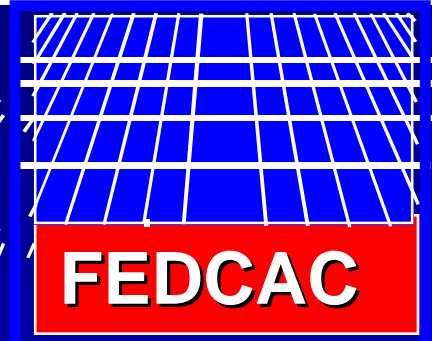
New Horizons Symposium

13-14 November 1997

Presented By:
Andrew Grichtmeier
FEDCAC Marketing
781-860-7114



Federal Technology Service

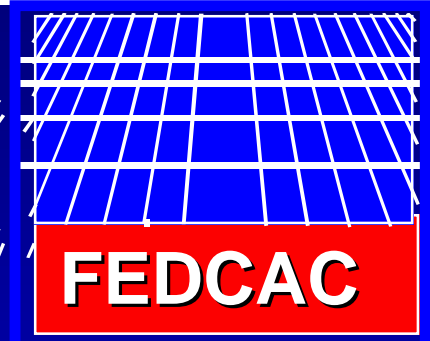


FEDCAC Program

- ' Location: Lexington, MA/Washington, DC
- ' Services
 - Large Contracts
 - Tailored IT Acquisitions
 - Acquisition Consulting Services
- ' Reimbursement: Fee for Service



Federal Technology Service



Organization

Ron Decker
Director
703-756-4238

Tony Guerra
Tech Leader
781-860-7134

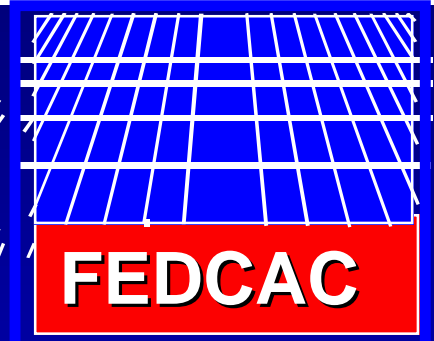
Andy Grichtmeier
Marketing
781-860-7114

Jeanne Davis
Contracting Officer
781-860-7138

Mary Doherty
Contracting Officer
781-860-7103



Federal Technology Service

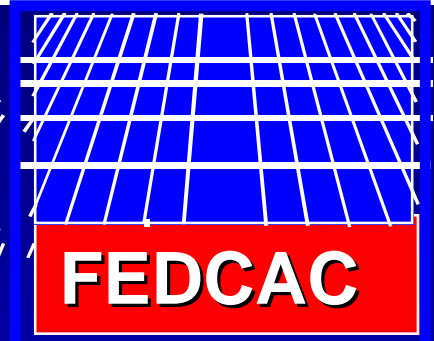


Operating Principles

- ' Customer Focus
- ' Professional Services
- ' Innovative Approaches



Federal Technology Service

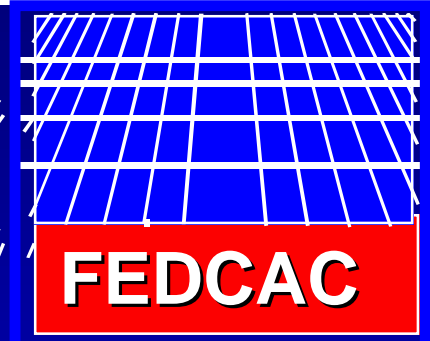


History

- ' AFCAC 1963 - 1991
- ' FEDCAC August 1991



Federal Technology Service

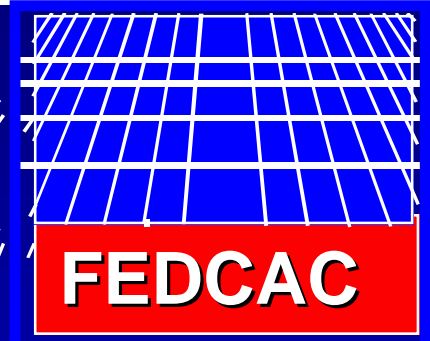


Contract Awards

- ' DOS-MAINFRAME
FEDERAL DATA CORP., Feb. 1994
- ' FBI-IDENTIFICATION TASKING AND NETWORKING
PRC, April 1994
- ' FBI-AUTOMATED FINGERPRINT ID SYSTEM (AFIS)
MARTIN-MARIETTA, May 1994
TRW, May 1994
UNISYS, May 1994



Federal Technology Service

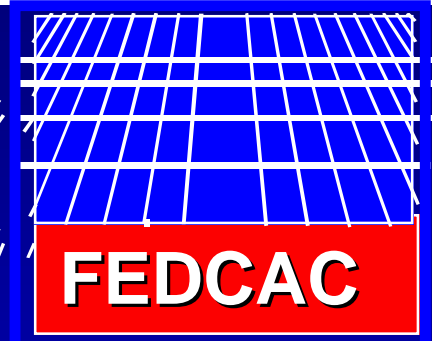


Contract Awards

- ' USDA-FOREST SERVICE, OFFICE AUTOMATION & GIS
IBM, June 1994
- ' FBI-INTERSTATE IDENTIFICATION INDEX
SAIC, Aug. 1994
- ' USCG-STANDARD WORKSTATION III
UNISYS, June 1995
- ' FBI-AFIS A-109 SELECT DOWN
LOCKHEED/MARTIN, Jan. 1996



Federal Technology Service

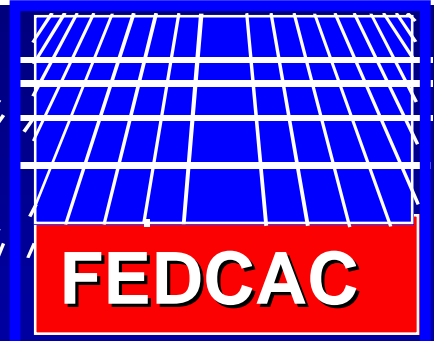


Contract Awards

- ' NIH-CORPORATE SYSTEMS
FEDERAL DATA CORP., Dec. 1996
- ' DOE-TELIS
EDS, June 1997
- ' VIRTUAL DATA CENTER SERVICES
CSC, Feb. 1997
UNISYS, Feb. 1997
SUNGARD, Feb. 1997



Federal Technology Service



Administrative Contracting Office

Government Wide Contracts

Virtual Data Centers Services

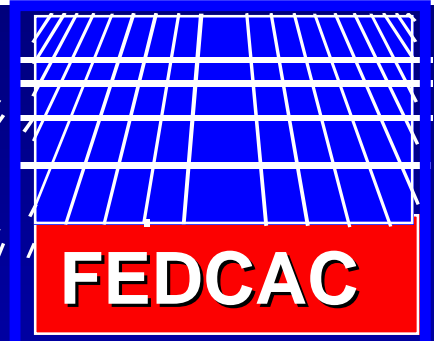
CSC Unisys SunGard

Telecommunications Integrator Services

EDS



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Acquisition Approach

INDUSTRY

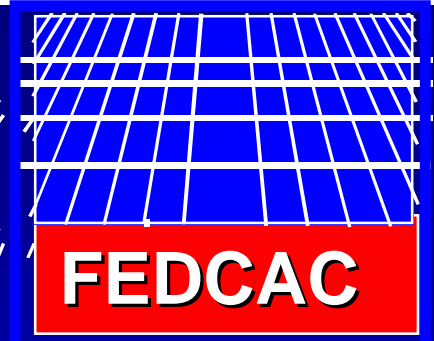
Open Communications

Basis of Awards

Meaningful Debriefings



Federal Technology Service



Acquisition Approach

BEST VALUE

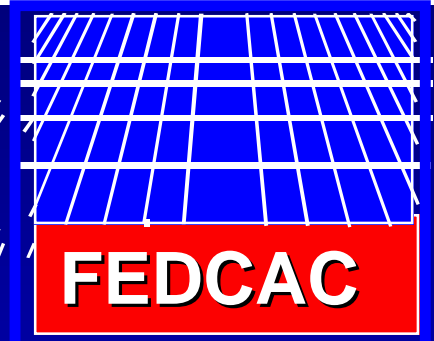
To Our Customer
Contract Award
Government Wide

STREAMLINING

Statement of Objectives
Prequalifications
Oral Proposals
Meaningful Evaluations

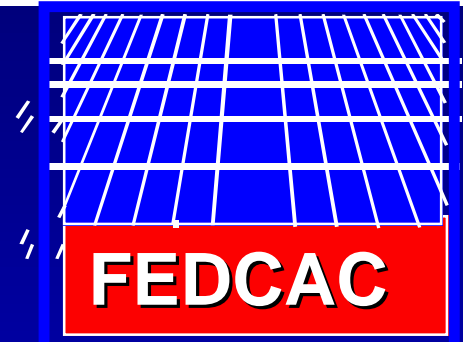


Federal Technology Service



NOBODY DOES IT BETTER

- ' Proven Track Record
- ' Highly Regarded by Government and Industry
- ' Award Winning process



Federal Computer Acquisition Center

World Class
Service

83 Hartwell Avenue
Lexington, MA 02173-3115
781-863-0104
<http://www.gsa.gov/fedcac>

